



AGENDA
CUYAHOGA COUNTY COMMITTEE OF THE WHOLE MEETING
TUESDAY, FEBRUARY 23, 2016
CUYAHOGA COUNTY ADMINISTRATIVE HEADQUARTERS
C. ELLEN CONNALLY COUNCIL CHAMBERS – 4TH FLOOR
3:00 PM

1. CALL TO ORDER

2. ROLL CALL

3. PUBLIC COMMENT RELATED TO AGENDA

4. DISCUSSION / EXECUTIVE SESSION:

- a) Pending or imminent litigation.
- b) Appointment of a public employee.

5. ITEM REFERRED TO COMMITTEE / CONFIRMATION HEARING:

- a) R2016-0029: A Resolution confirming the County Executive's appointment of Theodore N. Carter, upon his taking the oath of office, as Director of Development; and declaring the necessity that this Resolution become immediately effective.

6. MISCELLANEOUS BUSINESS

7. PUBLIC COMMENT UNRELATED TO AGENDA

8. ADJOURNMENT

**Complimentary parking for the public is available in the attached garage at 900 Prospect. A skywalk extends from the garage to provide additional entry to the Council Chambers from the 5th floor parking level of the garage. Please see the Clerk to obtain a complimentary parking pass.*

***Council Chambers is equipped with a hearing assistance system. If needed, please see the Clerk to obtain a receiver.*

County Council of Cuyahoga County, Ohio

Resolution No. R2016-0029

Sponsored by: County Executive Budish	A Resolution confirming the County Executive's appointment of Theodore N. Carter, upon his taking the oath of office, as Director of Development; and declaring the necessity that this Resolution become immediately effective.
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WHEREAS, pursuant to Article VII, Section 7.03 of the Charter of Cuyahoga County, the Director of Development shall be appointed by the County Executive, subject to confirmation by Council; and

WHEREAS, Article VII, Section 7.03 of the Charter provides for the powers, duties and qualifications of the Director of Development; and

WHEREAS, the County Executive has nominated Theodore N. Carter for appointment to the position of Director of Development; and

WHEREAS, the Council conducted a confirmation hearing which was noticed to the public and held in an open meeting on _____, 2016; and

WHEREAS, the Council elects to confirm the County Executive's appointment of Theodore N. Carter to the position of Director of Development; and

WHEREAS, it is necessary that this Resolution become immediately effective in order that Charter requirements can be complied with and critical services provided by Cuyahoga County can continue, and to provide for the usual, daily operation of County government.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNTY COUNCIL OF CUYAHOGA COUNTY, OHIO:

SECTION 1. That the Cuyahoga County Council hereby confirms the appointment of Theodore N. Carter to serve as Director of Development upon his taking the oath of office.

SECTION 2. It is necessary that this Resolution become immediately effective for the usual daily operation of the County; the preservation of public peace, health, or safety in the County; and any additional reasons set forth in the preamble. Provided that this Resolution receives the affirmative vote of eight members of Council, this Resolution shall become immediately effective.

SECTION 3. It is found and determined that all formal actions of this Council concerning and relating to the adoption of this Resolution were adopted in an open meeting of the Council, and that all deliberations of this Council and of any of its committees that resulted in such formal action were in meetings open to the public, in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

On a motion by _____, seconded by _____, the foregoing Resolution was duly adopted.

Yeas:

Nays:

County Council President Date

Clerk of Council Date

First Reading/Referred to Committee: January 26, 2016

Committee(s) Assigned: Committee of the Whole

Journal _____
_____, 20____



ARMOND BUDISH
Cuyahoga County Executive

January 15, 2016

Dan Brady, President
Cuyahoga County Council
Cuyahoga County Administration Building
2079 East 9th Street, 8th Floor
Cleveland, OH 44115

Re: Cuyahoga County Director of Development

Dear President Brady:

As you know, Article VII of the county charter provides that the county “shall have as a primary responsibility the promotion and enhancement of the economic well-being and prosperity of the County and all of its residents.” To further this mission, the article provides for the appointment of a Director of Development.

I am pleased to nominate **Theodore N. Carter** to serve as Director of Development. Most recently serving as the Economic Development Director for the City of Jacksonville, Florida, Ted helped modernize the local metro government’s public investment policy that featured innovative incentive programs. He also assisted in the development of over 20 projects that resulted in over 3,200 new jobs, over 1,500 retained jobs and \$200 million in capital investment. In addition, Ted’s other public service for the U.S. Department of Treasury and New York City, as well as his private sector background – including as a Managing Director at CB Richard Ellis – make him a strong choice for this role. Mr. Carter has the acumen and experience to develop the key public and private partnerships and policies that will aid in furthering Cuyahoga County’s economic renaissance. Furthermore, Mr. Carter looks forward to continuing to foster healthy partnerships between the Department of Development and County Council.

I ask that this nomination be addressed as soon as Council’s schedule allows. Should you or any of your colleagues have any questions, please feel free to contact my Executive Assistant, Laura Roche at 216-443-7181.

Sincerely,

Armond Budish
Cuyahoga County Executive

Theodore N. Carter

EXECUTIVE PROFILE

Experienced executive with more than 20 years of public and private sector management and leadership experience. Proven leader with demonstrated ability to collaboratively lead and manage teams in complex organizations and produce results. Competencies include: economic development and real estate; sales and marketing; negotiation; governance; strategic planning; operations and financial management; public policy advocacy and government affairs.

PROFESSIONAL EXPERIENCE

City of Jacksonville, Florida
Office of the Mayor
Executive Director, Office of Economic Development
January 2013 – July 2015

Accomplishments & Responsibilities: Served as the first Executive Director of the new Office of Economic Development (OED) which was responsible for economic development and job creation county-wide. Jacksonville, Florida is the largest city in the United States. During this tenure, the Office was responsible for leading sports and entertainment, public-private partnerships, business attraction and retention, small business and international trade.

Selected Accomplishments:

- OED negotiated and received approval for 21 projects that are projected to result in 3,200 new jobs 1,500+ retained jobs and \$200m in projected capital investment. These projects include 1m square feet of new real estate development.

Key Projects: GE Oil & Gas manufacturing facility; Vistikon, a Johnson & Johnson subsidiary; creation of an advanced manufacturing & Engineering Academy; Greencore Group, an Irish food packaging company.
- As project manager, led the development of a 7 county regional export plan as part of the JP Morgan/Brookings Global Cities Initiative.
- Oversaw the modernization of a 20 year old county public investment policy which included the creation of 7 new incentive programs, including one for Veterans and exports.
- Structured three deals that included parking incentives that led to 500,000+ sq. ft. being absorbed and 1000+ new jobs in downtown Jacksonville.

CB Richard Ellis, Washington, DC
Executive Managing Director, Public Institutions & Education Solutions – the Americas
Global Corporate Services
January 2008 – 2012

Accomplishments & Responsibilities: Responsible for leading CBRE's efforts to drive revenue and market share in the public sector business in the federal, state and local markets for a Fortune 500 global commercial real estate company: responsible for sales leadership, marketing strategy and account oversight. Led team of 12 and network of state and local sales professionals focused on winning public sector business. During this period, the group grew from 3 to more than 40+ contracts, grossing more than \$70m in revenue from 2008-2012. Accounts include: FDIC account, United States Postal Service, US Air Force; US State Department; US General Services Administration; the State of Florida, State of Maryland and State of Michigan. Co-led successful recruitment of industry leading state and local team from the Staubach Companies.

- In 2012 named to the Company's Americas Management Operating Board
- Co-Chair of CBRE's African American Network Group (2010-2011)
- Named *Global Emerging Leader* within CBRE in 2009

2005-2007: Served as the CB Richard Ellis' South Florida market leader, responsible for five offices, 200+ employees, \$55m+ in annual revenue and five lines of business. Successfully expanded the company's marketplace penetration, revenue growth and profitability, branding and civic leadership, to include the acquisition of Blackrock Property Advisors and the integration of the Trammel Crow company acquisition. Led negotiations for the successful leasing assignment for the first new million square foot office building in downtown Miami, Brickell Financial Center in 20 years.

- Recognized by *Miami Today* as a leader in South Florida.
- Member of Greater Miami Chamber of Commerce, Broward Alliance, Miami-Dade Beacon Council.
- Member, Florida International University's Business School Board of Advisors.
- Member of Host Committee, US Conference of Mayors (July 2008).

National Capital Revitalization Corporation, Washington, DC

President and Chief Executive Officer

January 2003 – August 2004

Accomplishments and Responsibilities: Managed the development conceptualization, negotiations and execution for 14 projects, exceeding more than \$1+ billion in development of more than 2m square feet, creating more than 3,000 jobs. 800 units of housing.

- NCRC awarded overall Best Real Estate Deal for 2003 awarded by the Washington Business Journal
- Received the District of Columbia's Building Industry Association's Achievement Award for Development.

District of Columbia Government, Washington, DC

Office of the Chief Financial Officer

Senior Advisor/Acting Chief of Staff

October 2001 – July 2002

Accomplishments and Responsibilities:

- Negotiated Year 2 of \$70 million Health Care Safety Net contract for City's public hospital.
- Advised the CFO on strategic management and financial issues impacting the oversight of a \$5.6 billion operating entity and 1200 person organization.
- Led executive staff of 15 and managed the financial and strategic agenda for 21 agency CFOs.
- Led initiatives in the areas of healthcare privatization, Medicaid reform and organizational realignment.

Campaign Manager, Williams for Mayor, Washington, DC.

July 2002-December 2002

Responsibilities: Served as Campaign Manager for the historic and successful primary write-in and general election campaigns for Washington, D.C. incumbent Mayor Anthony Williams' re-election.

FreeMarkets, Washington, DC

Director, Public Sector – Global Markets

June 2000 – June 2001

Responsibilities: General Manager of the public sector business group responsible for ecommerce.com, developing and executing strategy for introducing new e-procurement process into the public sector.

United States Department of the Treasury, Washington, DC

Deputy Assistant Secretary for Management Operation

July 1997 – May 2000

Accomplishments and Responsibilities: Provided financial and management oversight for the Department's law enforcement portfolio (\$4billion budget) and five corporate business units: real estate and capital assets, security, procurement, business innovation and small business development. Advised senior Treasury, White House,

Congressional and federal agency officials. Led team of 65 employees with a \$5 million budget and engineered corporate productivity initiatives.

- Co-led the Department's efforts to secure site approval and funding for the Bureau of Alcohol, Tobacco, Firearms and Explosives new national headquarters.
- Designated the Department's first Critical Infrastructure Assurance Officer, with responsibility for the Department's continuity of government and continuity of operation, including COOP and COOG programs.
- Initiated Asset Management program for \$3 billion capital/real estate portfolio
- Managed non-IT Y2K efforts for the department.
- Successfully oversaw departmental security planning for 2000 IMF meetings.
- Exceeded each year, statutory small and minority and woman owned procurement goals, team was recognized by the SBA; Implemented Mentor-Protégé Program as part of BusinessInc Initiative with Business Roundtable.
- Restructured each corporate office to create more accountability and service delivery to the 11 bureaus.
- Recipient of Departmental Excellence Award; received recognition from Undersecretary of Enforcement, and Directors of US Secret Service, US Customs and the Bureau of Alcohol, Tobacco and Firearms for contributions to their mission.

Clinton/Gore 1996 Presidential Campaign
Deputy Campaign Manager/Chief Operating Officer
January 1996-January 1997

District of Columbia, Office of the City Administrator, Washington, DC
Interim Director – Office of Labor Relations:
January – August 1997

Accomplishments and Responsibilities: Managed grievance process and labor/management disputes for the City and led team of 10.

- Led successful negotiation of wage and benefit interest arbitration negotiations for 10,000 employees.

Assistant to the City Administrator
1995-1996

Accomplishments and Responsibilities: Architect and Project Manager for the development of the District's 1996 Strategic Public Facilities Plan, a public-private partnership that reengineered the District's real estate and facilities management and estimated \$3 million in savings in FY 98.

- Led financial and management oversight for the District's procurement, real estate, labor relations, personnel and business relations functions for the District's Chief Operating Officer with \$3.5 billion budget.

City of New York, Office of the Mayor, New York City, NY
Office of the Deputy Mayor for Finance and Economic Development
Director, Empowerment Zone Office: 1995

Accomplishments and Responsibilities: Member of team that developed and negotiated governance document for the Upper Manhattan Empowerment Zone Corporation (\$30 million operating budget). Led team of five.

- Promoted to manage the City's \$300 million Federal Empowerment Zone operations to include: program development, interagency coordination, business development and community relations.

Director of Legislative and Intergovernmental Affairs
1993-1994

Accomplishments and Responsibilities: Served as the legislative policy advisor to the Deputy Mayor for Finance and Economic Development on city, state and federal economic development and budget issues to include: telecommunications, minority and small business issues, banking, energy, vendor issues, business improvement districts

prevailing wage and anti-smoking legislation. Coordinated legislative policy/strategy and intergovernmental relations for the City's seven economic development agencies and led staff of three.

- Led the City's Federal Empowerment Zone application process resulting in a \$100 million grant award and chaired the City's Empowerment Zone Interagency Working Group (20 agencies).
- Team member in successful legislative effort to reduce State's Hotel Tax from 21% to 18%.
- Staff Director for the Mayor's ATM Security Task Force

City of Newark, Office of the Business Administrator, Newark NJ
Senior Administrative Analyst
1991 – 1993

The New York Public Library, Office of Government Affairs, New York, NY
Associate Manager for Legislative Affairs
1991

Government Affairs Associate
1990-1991

Coordinated all legislative activity for 83 branch libraries at the City and State level. Co-Chair of Budget Action Committee. Co-led strategy that led to successful reduction of municipal budget cuts to NYPL from 33% to 18%. Elected to White House Conference on Library and Information Services. Developed and coordinated all legislative advocacy activities for 83 branch libraries at the city and state level. Co-chair of budget action Committee.

Co-led strategy that led to reduction of city budget cuts to NYPL from 33% to 18%.

Elected to White House Conference on Library and information services.

Central Intelligence Agency, Directorate of Science and Technology, Washington, DC
Imagery Analyst
1989
Completed National Imagery Analyst Course.

EDUCATION AND PROFESSIONAL DEVELOPMENT

- Bachelor of Science, Foreign Service, Georgetown University
 - Masters in Public Administration, The American University
 - Harvard University, Kennedy School of Government Executive Education, Infrastructure in a 2012
 - Certificate in Lobbying & Political Management, The Graduate School of Political Management, George Washington University (formerly Baruch College, NYC)
 - BOMA/Harvard University, Emerging Leaders in Real Estate Program
 - Government Finance Officers Association, Certificate in Finance
 - Executive Leadership Institute, (Harvard University/Syracuse University), The National Forum of Black Public Administrators
 - Licensed Real Estate Salesperson, State of Florida, Washington DC (expired)
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COMMUNITY ENGAGEMENT | HONORS

- Chairman, Public Building Services Committee, Coalition of Government Procurement ((2010-2012.
- Member of the Board, Visit Jacksonville (2014-2015)
- Ex-officio Member of the Board
- American University, School of Public Affairs: Dean's Advisory Council Member & President's Club (2011) 2000-2012
- Member, Urban Land Institute, 2005-present
- Member, Business Executives for National Security, 2010-present
- Operation Hope Mid-Atlantic Board Member, 2008 – 2012
- Advisor Member, Entrepreneurship, Innovation and Leadership Institute, Howard University, 2003-2005
- Member, Jubilee Housing: Member 2000-2008, Chairman of the Board from 2006-2008
- Member of the Board and Executive Committee, The Beacon Council (2005-2007)
- Member, The Broward Alliance, 2005-2007
- Board Member, Liberty City Trust (2006-2007)

PROFESSIONAL RECOGNITION

- CB Richard Ellis, Gary Beeban Teamwork Award – 2010
- Operation Hope, Chairman's Award, 2010
- Miami Today, *Book of Leaders*, 2006
- CB Richard Ellis President's Performance Award, 2005
- CB Richard Ellis, African American Network, Management Award, 2007
- Office of the Chief Financial Officer, District of Columbia Leadership Award, 2002
- Washington Business Journal's *20 People to Watch*, 2004
- Secretary of the Treasury's Exceptional Service Award and recognition by Secret Service, ATF and Customs, 2000
- Young Leader – American Council on Germany, 1998
- CB Richard Ellis, Congressional Circle Award, 1997
- British American Fellow, Johns Hopkins School of Advanced International Studies/British American Project, 1994 Member of Executive Committee 2002; Treasurer, 2010-present
- Board Term Member, Council on Foreign Relations (1995-2000)
- Member\President; Conference on Minority Public Administrators, American Society of Public Administration 2005-2006
- Elected Delegate, White House Conference on Libraries and Information Science, 1991